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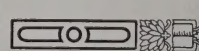
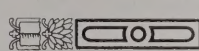
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POTTERY & GLASS

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NEW YORK, AUGUST, 1913.

TERMS: \$2.00 per year in advance
25 cents per copy.

A Dinnerware Stock—Ordering and Keeping Track of it

SYSTEM IN THE STOCK ROOM AND BUYER'S OFFICE SPELL SUCCESS—THE COMPREHENSIVE METHOD USED BY JOHN H. HARRIS, OF THE GREENHUT-SIEGEL COOPER COMPANY IS A MODEL OF SIMPLICITY

ABOUT the most important cog in the giant wheel of modern merchandising is—system. Without it no store can be successful. Applied to the china, glass and lamp department it relieves the buyer of many unnecessary steps and places the business transactions of the department at his fingers' ends, for ready reference. Probably no other line in the department requires system as much as dinnerware, for it is the method of keeping track and ordering of open-stock dinnerware patterns that has spelled success for buyers in numerous cases.

What buyer does not receive glowing reports of the selling qualities of certain patterns from over-enthusiastic salespeople? Were he but guided by the opinion of his salesforce, he would constantly be caught with low stocks or with quantities of "shelf-warmers."

Buyers throughout the country invariably look toward the great retailing establishments of New York for retailing helps. With this idea in mind the most successful departments in the metropolis were visited and the various systems used by them investigated. All were good without exception, though some rather complicated and difficult of explanation. Special search was made for those free from the intricate problems of bookkeeping—those which thoroughly covered the situation but still required the least clerical effort. For simplicity and breadth, the system in use in the vast department of the Greenhut-Siegel, Cooper Company is truly remarkable.

It seems a long way from the piano business to china and glass, but it was in the first named line that John H. Harris, the buyer and manager of the Greenhut department, got the foundation for the system he now employs for ordering and keeping track of his dinnerware patterns. While the plan could be successfully carried out on the card index system, Mr. Harris files his specially ruled stock sheets in nu-

merical order, according to the code number of the pottery. However, there is no iron bound rule for the filing, for the sheets could be stored away in any number of ways.

As can be seen by the sketch of the stock sheet used by this house, and illustrated herewith, every detail needed for an accurate accounting of each particular item and pattern is covered—and ascertainable at a glance. The code numbers of the pottery from whom it was purchased, shape and decoration, are shown at the top of the sheet. Under the head of "Items" are listed the various sizes of plates, bakers, dishes, etc. Each is marked in ink in separate columns to show the list, net, purchase and retailing price (the purchase price being marked in a private key, and the selling price with red ink). The fifth and succeeding double ruled columns are filled in as the stock is ordered; the month of delivery, the date and number of the order appearing at the head of each column. Under the letters "S" and "O" are itemized the amount of stock on hand of each particular item, and the quantity, either dozens or pieces, ordered.

Of course, in order to carry out this method to its full extent, requires the services of a wide-awake stock man. But even this is simplified, for any intelligent man or boy can note the drain on his stock bins or shelves. When a gradual inroad is being made upon his stock or when a certain pattern is moving rather slowly he gets out the stock sheet and fills in the quantity on hand, which acts as a reminder for the buyer and he re-orders or pushes the pattern, as the case may be.

Mr. Harris stated that he has no particular set time for this stock taking, it being the duty of his stock man to bring to his attention, by these sheets, the selling qualities of each pattern from time to time, the popularity of the ware governing the frequency of the report.

In order to show the manner in which this system is carried out, take for instance any well known pattern, which for convenience sake is designated as purchased from firm number 2023; it is shown on the

TRENTON POTTERS GOOD PIE EATERS

HARD working people as a rule eat heartily, and Trenton potters seem to be no exception to the rule. Besides the necessities of life these Trenton

2023-505-15 Spray
50%

[illegible]

Diagram showing the many details covered by the stock ordering system used by the Greenhut-Siegel Cooper Company, New York.

display tables in the number 505 shape and the decoration is number 15. Itemized as plates, six inch, the next entry, made in the list price column, is \$1.10; under net, \$0.55; actual buying price D.L.D.; selling price \$0.84. In the next column under "S" is the amount on hand, in this case 10 dozen, and quantity ordered 20 dozen. Above these last mentioned letters is entered the order number, 1012; date of order, February 8, 1913, and month delivery is wanted, March. the buyer, of course, figuring out all time allowances on foreign or domestic goods. When shipment and bill are received a heavy check is made above the delivery month, then the sheet is ready for filing. When the sheet is next brought to the attention of the buyer he notes that of the twenty dozen previously ordered 18 dozen remain in stock, showing a sale of twelve dozen, and he therefore marks up twelve dozen in the next order space and follows the previous routine.

In addition to his dinnerware patterns, Mr. Harris also uses this method on their fifty-six and one hundred piece dinnerware sets, as it is in this way that considerable quantities of their goods are sold. The sheets therefore enable him to correctly ascertain without loss of time the exact number of sets he has in stock, besides showing the number sold and the department's net profit on each particular line.

NOTE: Should any of our readers care to send us particulars regarding the systems for ordering and stock keeping employed by them on open-stock dinnerware patterns, we will gladly present their views to our readers through the medium of this magazine.

workmen also go in strongly for pie and oysters, an inventory of the estate of one John Pycraft, for years proprietor of a small pie and oyster stand near the pottery district, showing that he had accumulated the snug sum of \$30,000 from the sale of five cent pies and penny oysters. It took six hundred thousand pies or three million oysters, which ever way you like it, to make this bank account—surely the successful combination of Mr. Pycraft, pie-dealer, must have been a tempting one to jiggermen and kilnmen alike.

CUT GLASS AND LAMP LINE WANTED FOR ASIA

THE Department of Foreign and Domestic Commerce calls attention to an opportunity for a dealer in art works, cut glass, novelties, etc., to connect successfully with a foreign firm. An American consul, under opportunity No. 11,347, reports that a firm which does a large business supplying furnishings for government palaces in a country in Asia desires catalogues for high-class American art work, especially cut glass, electric lamps, curios, etc. Correspondence should be direct with the firm, in English. Further particulars can be had on application to the Bureau, referring to file number.

The man who wins today is the man that has the sunshine of success in his soul—the man that has the true ring of a result-getter—the tireless, always-willing-to-work chap that knows darkness is the messenger of the coming day.



Hints and Suggestions for the Retailer

Being a number of little schemes for increasing business that have been tried and proven effective by retail merchants in different parts of the country. The idea is the big thing in salesmanship and these suggestions will open the way for a new line of selling attack.

IT makes no difference what business a merchant be engaged in, there are certain little things (or tricks (if you will) which he can put into operation to increase his sales. And, most generally, these "tricks of the trade" are based upon some psychological principle which has its foundation in human nature. We, all of us, need sufficient reasons for buying—a sort of justification of the deed, as it were—and after we have hit upon a reason we mean to get just as much for our money as is possible. These are mere "thumb marks" of human nature, and the wise merchant who recognizes their universal existence and meets them fairly and squarely, in a business way, is he who is rated as successful.

* * *



Out west, in a city of thirty-five thousand population, a live china ware buyer conducted a number of "Fifteen and Thirty" minute sales, that drew a lot of new business to his department in particular and started people talking about the store in general. The plan was to select an assortment of good china that could be shaved in price twenty-five or thirty cents and run them as leaders in a sale lasting half an hour. Some days before the event the goods and prices were advertised in the daily papers and small hand bills containing the same matter were distributed throughout the city. On the day of the sale the goods were displayed conspicuously in one of the store windows with the information that the regular prices would prevail until 9.30 o'clock when a reduction of ten cents would be made, and this in turn would be followed by another reduction of fifteen cents thirty minutes later, and at 10 o'clock the sale would stop. In order that all buyers would not hold out until the second half hour of the sale, it was stated that there were certain grades and weights in the goods offered which, of course, would go to the early customers. Only a certain number of pieces were allowed to each

customer, yet in spite of this over two hundred buyers attended and the sale was a greater success than anticipated. The week following a similar sale was conducted with fifteen minute periods, and it was just as successful.

* * *

Some merchants are still prone to cling to the old fashioned way of displaying goods—as unrelated items, and they do not take kindly to the suggestion of systematized or finished arrangement. "I was entirely content to display my goods as so many items in the window," remarked a Harlem china ware dealer in New York, recently, "and I balked obviously when the traveling men suggested that I fix up a display as a room interior. However, one day I succumbed, and 'rigged' up a very presentable dining room with set table, wall plates, vases. Before the end of the first week, I received a call from one of the best known families in the neighborhood and was given a contract to duplicate the goods in their apartment. I learned afterwards that the old gentleman made the remark, 'I never knew before that such work could be handled so satisfactorily and reasonably by a small up-town store. Needless to say, this initial episode opened my eyes to the advantages of the idea in window display.'

* * *



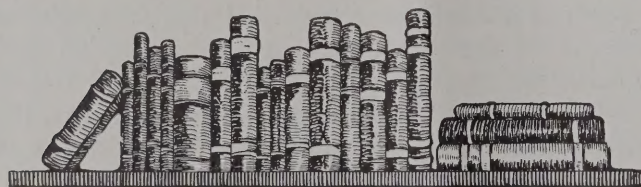
"The C. O. D. is the last excuse of the dissatisfied customer," said a prominent merchant who knows the retail selling game from A to Z. It is an obvious subterfuge to avoid buying goods that are not wanted, for it was never the intent of the customer to receive them even when the C. O. D. was placed. Of course all C. O. D.'s are not 'let downs'—pity the average merchant if they were—but when a customer is strongly importuned by a salesman to buy certain goods, and when the salesman, moreover,

assumes the attitude that, because of the time and work consumed in displaying the goods, a sale must be affected, the despairing customer thinks at once of the C. O. D., figuring that if he cannot refuse the salesman he can at least refuse the driver who delivers them on the morrow. Now as every returned C. O. D. makes unlimited work for the bookkeeping and stock departments, it behoves every sensible merchant to see that *his clerks are not of the importuning kind, that they endeavor to give satisfaction rather than to make a record of sales, and that they do not force C. O. D. orders for any reasons whatever.* Remember, it is better to lose a sale, than to have goods shipped back after they have been listed as sold.

* * *



Sometimes even the merchant who has failed can point the path to success—if he has profited by his mistakes and his missteps. Such a man said, recently, “Don’t be backward in mixing among your trade. When a customer enters your store whom you do not know have him brought to you on some pretext or other not so that you may sell him goods, but that you may impress him with his importance. Have a customer list made up for your own personal use, go over it carefully, mark the people you know and mark those that you do not know, and make it your business to get acquainted with the latter in the shortest time possible. When I started in business, I always wore my hat in the store so that I would not be taken for a member of the organization, but that, I have found to my sorrow, is the wrong way. Mingle around, shake hands, and remember that people never lose the hankering to meet the proprietor.”



RECENT PUBLICATIONS

ONE of the constantly perplexing problems of the small dealer is to change his window display with the limited stock at his disposal. Many times he lets trimming the window run over a week or so while he thinks up an idea to display his goods. In a new book just published, “One Hundred Easy Window Trims,” he will find the solution of his cares, for in it are many inexpensive methods of attracting trade to his store. The book is in two parts, both included in the one volume. The first part is devoted to general instructions on window trimming, with pointers on such subjects as making window cards, photographing windows, keeping frost from windows, and the like. The second part is given up to illustra-

tions and descriptions of one hundred window trims. These include backgrounds and displays for all classes of goods, each described so that any clerk can handle it. All the materials are from the store, or can be supplied at very little if any cost. This is just the kind of a book the merchant with limited capital, unable to employ experienced window trimmers, has been looking for. With this book he can change his window once a week and have enough ideas to last him two years. It is the biggest value and the most practical book on the subject ever offered. “One Hundred Easy Window Trims” is bound in cloth, has 224 pages and 104 full-page illustrations. It sells for \$1.00. It will be sent post-paid to any address upon receipt of the price.

GERMAN RAW MATERIALS HIGHER THOUGH PRICES OF GOODS FALL

THE leading pottery factory in the Brunswick, Germany, consular district reports that orders for china were about the same in 1912 as in 1911. At the end of the year, however, the demands were such that it was difficult to meet them. It is questionable whether the profits were as good last year as in 1911, on account of the uncertainty in the prolongation of the trade combination. The great competition between the factories and the ignorance among consumers as to quality of goods cause a continual fall in the prices, especially in the products of those factories which manufacture sets of china for table use. There has been a steady increase in the cost of raw material, wages and fuel. Added to these drawbacks to the trade are the burdens of social insurance and the frequent building alterations and other expenses continually demanded of the factories in the interest of the workmen.

GLASS MANUFACTURER DONATES SWIMMING POOL

CAPT. A. M. HEISEY, of the Heisey Glass Company, has announced that he will build a 12x40 swimming pool at the Heisey playgrounds on Indiana Street, Newark, O. The proposition of Capt. Heisey has been submitted to the school board and the construction of the pool will begin as soon as the board decides upon the situation of the tank.

At one end the pool is to be two feet deep and is to slope gradually to the opposite end, where the depth will be five feet. The tank will be concrete throughout and is a welcome and appreciated gift.

Swimming pools, says the Newark, O., Advocate, have been rather popular with Capt. Heisey this summer, as is obvious from his contribution to the swimming pool of the Country Club. Upon condition that the Country Club should improve the natural swimming pool in Racoon creek that runs through the club grounds, the captain is the donor of the bathhouse that has been constructed on the grounds.

Fuel and Fire

A DISCUSSION OF A MATTER THAT IS VITALLY IMPORTANT TO THE PRODUCING POTTER

BY CHARLES F. BINNS

EVERY manufacturer knows what a large proportion of the success of the plant depends upon the kiln and this, of course, is in turn governed by the operations of the fire-man. The fire-man of the older school was secretive by nature. He feared lest the boss should know enough to dispense with his services and distrusted all scientific or semi-scientific aids. He boasted that he never had occasion to draw a trial. The color of the kiln was quite enough guide for him. That he achieved results as good as he did is a wonder. It was because of the long experience and constant practice in firing which he had undergone.

There is danger in the opposite extreme. Some young fellows, fresh from school, imagine that, equipped as they are with pyrometers and the apparatus for gas analysis they can take charge of any kiln and render a good account of themselves. If the two men could be fused together the result would be almost ideal. This cannot be, but it is quite possible for each to learn from the other. Nothing can take the place of experience, but experience can make important use of the advances of science.

In studying the matter of kilns, one of the first things to master is the difference between heat and temperature. A common expression heard in the factory is "there is no heat in the kiln," or "we get plenty of heat in our kilns." What is meant is "the temperature is low" or "high" as the case may be. Heat is volume, temperature is intensity. A fuel of a given composition always gives out the same amount of heat per pound, under whatever conditions it may be burned, but the temperature may be low or high according to the speed at which the heat units are liberated. In other words, fuel rapidly burned means high temperature and short duration while the same fuel slowly burned means low temperature and a longer time, but if the same amount of fuel be consumed in each case the same amount of heat as represented by heat units will be evolved. The standard heat unit is called a "calorie." It represents the amount of heat required to raise the temperature of one kilogram of water from 4 degree to 5 degrees Centigrade. There is also the British thermal unit (B.T.U.), which represents the heat required to raise one pound of water one degree Fahrenheit. It is possible from the analysis of a coal to say just what its thermal value is, that is, just how many heat units can be obtained from it in burning. This does not

necessarily control the temperature, but it makes the required temperature easier to reach, and with more economy. Thus an expensive coal may in reality be the cheapest. This is brought out by Mr. Aubrey (Trans., A. C. S., Vol. IX), who shows that with a coal costing \$1.72½ per ton it cost \$1.36 to burn a thousand brick, while with a coal costing only \$1.64 per ton the cost of burning a thousand brick was \$1.46. There is a definite formula for the calculation of the calorific value of a fuel. The following example is taken from Stillman's Engineering Chemistry, p. 109.

Analysis of sample of coal:

Moisture	3.05
Carbon	86.49
Hydrogen	2.36
Nitrogen	.63
Sulphur	.18
Oxygen	2.76
Ash	4.53

100.00

Let W=Moisture, C=Carbon, H=Hydrogen, O=Oxygen, and S=Sulphur

0

Then $8140C + 28901 \left(H - \frac{0}{9} \right) + 2220S - 622W$

100

First simplify the fraction. Oxygen 2.76 over 9 = .306 $H 2.36 - .306 = 2.054$, which multiplied by 28901 = 59362.6. The calculation then is

Hydrogen value	59,362.6
Carbon $86.49 \times 8,140 =$	704,028.6
Sulphur $.18 \times 2,220 =$	399.6

763,790.8

Moisture 3.05×622 , subtract.... 1,897.1

761,893.7

100

The final result being 7,618.9 calories per kilogram of coal. To express the same thing in B.T.U. multiply by 1.8.

A pyrometer does not record heat, but temperature, but in order to reach a required temperature the kiln and its contents must be saturated with heat. Heat is cumulative, that is, the heat units may be added together, but there is no way in which heat units can

be made to represent temperature. Temperature cannot be measured in itself, only by its effects or results. It may be by the shrinkage of clay or the resistance to an electric current or the melting of a given compound or the radiance emitted by the hot body. These are some of the methods which have been found useful. As temperature is measured by its effects it becomes the important factor in ceramic firing because it is the effect of the fire upon the ware which makes firing of any use at all. It follows therefore that in firing the heat units must be evolved with sufficient rapidity to produce the effect which is called temperature. This means a reasonably quick consumption of fuel. Fuel is entirely wasted if it is burned only fast enough to warm the incoming air. It is burned to best advantage when only a slight excess of air is admitted. No excess would be necessary if it were possible to adjust accurately matters so that all the air could have access to all the fuel. In practice this is not possible, so that a small excess must be provided for. It is the union of the fuel with the oxygen of the air which produces heat. Perfect union means the maximum amount of heat and rapid union means high temperature. Perfect union also means that the atmosphere of the kiln is chemically neutral, but it is desirable and in most cases necessary that the atmosphere should be oxydizing, that is, that there should be an excess of oxygen present. This is governed by the admission of air, but it is important that no more of an excess is allowed than is absolutely necessary because anything over this will carry away heat. The correct condition is easily ascertained by analyzing the gases which come from the kiln. A sample of the gas is drawn off into a series of absorption tubes, each of which contains a solution which absorbs one of the constituents. Thus a solution of caustic potash will take up the carbon dioxide, CO_2 . Potassium pyrogallate will take up the oxygen. Cuprous chloride will take up the carbon monoxide, CO , and the nitrogen is what is left over. Air consists of 79 per cent. nitrogen and 21 per cent. oxygen. It is only the oxygen which is consumed, so that there is always about 79



One of the newest and also a thoroughly American decoration—"The Virginian," shown on a dainty Lenox, Incorporated, creation. This decoration can be had on practically everything for the table, as well as numerous suggestions for gifts.

per cent. nitrogen in the kiln gas. The balance is divided between O , CO_2 and CO , but the last named is not found in ordinary burning. The calculation of the amount of air used is by means of a formula and this will be described next month.

(To be continued)

METROPOLITAN MUSEUM ACQUIRES IMPORTANT VASES

DURING the past month two very important Greek cups were added to the classical art pottery collection of the Metropolitan Museum of Art, New York. Both are signed specimens bearing the signatures of Euphronios and Hieron. Signatures on Greek vases are valued as highly as those on Renaissance paintings, for they are the mark of high excellence. In those days, as later, it was the artists of

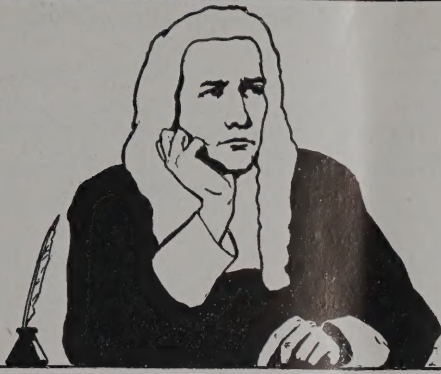


One of the Classical Greek pieces recently added to the collection of the Metropolitan Museum of Art.

standing who had to protect their work from imitations and, consequently, a signature on a vase is not only a sign of genuineness, but probably also an indication that the artist was particularly proud of this particular piece of pottery. Unfortunately, both examples are not in a good state of preservation, the surface of both having suffered considerably through the ravages of time. Among the other vases acquired during the past year, four are early specimens, four belong to the Athenian black-figured period, eight to the fifth century red-figured class, one is an Athenian white lekythes. All are of great historical and classical value.

The successful man takes plenty of time for thought. He carefully looks the ground over, searches for weak and strong points, then adjust himself to the needed conditions.

Self-trust is the first secret of success, the belief that if you are here, the authorities of the universe put you here and for cause, or with some task strictly appointed you in your constitution, and so long as you work at that you are well and successful.



Practical Law for the Buyer and the Seller

A department devoted to a discussion of the various legal matters that are constantly confronting the man in business; opinions rendered are based upon actual decisions.

Written by Elton J. Buckley.

Two Cases Deciding When a Creditor Who Has Accepted a Part of His Claim, "In Full of All Claims," Can Collect the Balance.

I HAVE before me the report of two cases just decided by the highest appeal court of the State in which they originated, both of which bear upon a vital business question familiar probably to every reader of these articles. The question discussed and settled by them is: When a customer sends a check for less than the amount claimed to be due, can the merchant if he accepts it in full settlement, ever collect the balance. The answer, if unexplained, would be unsatisfactory. It is that in some cases he can collect the balance and in others he cannot.

In the first case an American importer of French goods got into a controversy with the French manufacturer over the quality of certain shipments. The American had received certain goods, but found on examining them that they were unsatisfactory. About this time he received notice that more of the same were in the Custom House waiting his order. There was a lot of correspondence about it, and the American finally sent a check over for the amount he considered to be due, accompanied by the following letter: "We enclose herewith a check on Paris for 25.08 francs (about \$5.00) in settlement of the amount still due to you according to the statement of amount enclosed, which you will kindly carry to the credit of our account."

The French house acknowledged receipt of the check, and said it had placed it to the sender's credit, but that it was not accepted in settlement. Neither party wrote again until some time later, when the French house demanded payment of the balance which its own calculation showed, equalling a sum in American money of about \$1,989.98. The American refused to pay on the ground that when the French house accepted his check for 25.08 francs, it had closed the account, and barred itself from collecting any more. The French house sued, and this was the point of the case: whether the acceptance of the check was a final settlement of the account. The court said it was not and allowed a verdict for the full balance claimed, which the appeal court has now said was

correct. The following paragraphs from the court's opinion show what the principle is and how it operates:

The defendants contend that their account was settled with the plaintiff because they wrote, on August 10, 1906, as follows: "We inclose herewith a check on Paris for Fr. 25.08 in settlement of the amount still due to you according to the statement of account inclosed, which you will kindly carry to the credit of our account." An account, on which the defendants had made a deduction of Fr. 21,987.82, leaving a balance due of Fr. 25.08, was inclosed. This letter was mailed to Besancon, France. The plaintiff replied practically immediately upon the receipt of the letter, that they had placed the Fr. 25.08 to the credit of the defendants' account, but that he same was not in settlement; that the account inclosed by the defendants was erroneous in that it claimed a greater credit than the defendants were entitled to.

The defendants' counsel contends that by accepting the defendants' check, the plaintiff has estopped itself from claiming that the account was not settled in full.

Where a payment is offered as payment in full, it must be refused or accepted on the condition on which it is made, but, "it is necessary that the money be offered in satisfaction of the account, and that the offer be accompanied with such a declaration as is equivalent to a condition that if the payment is accepted it shall be in satisfaction."

In the present case, the defendants did not send a check with notice to the plaintiff that if accepted it must be regarded as a full settlement of the account, but, on the contrary, they inclosed a check for the balance which, according to their interpretation of the account, was in full, and requested the plaintiff to apply it to the credit of their account. This was done, and the plaintiff immediately notified the defendants that it had placed the amount to their credit, but that it was not in full settlement of the account, but, on the contrary, there was still a balance due.

The court is of opinion that this correspondence and the action of the plaintiff in retaining the check does not preclude it from claiming the balance due by the defendants.

In the other case the same principle was involved, but the decision was the other way. In that case a wholesale dealer in woolens sold a retailer eighteen pieces, six of which passed inspection, and twelve of which were rejected because of unsatisfactory quality. The seller then tried to induce the buyer to take the twelve over at a reduced price, and a deal was arranged. There was a dispute as to how far the allowance went, and after a time the buyer sent the seller a statement of account, as he interpreted it, and enclosed a check for \$183.47, the amount which the statement showed was due. At the bottom was written "please receipt and return."

The check was accepted without comment, but

later the seller brought suit to recover the balance which his figuring showed was due. He was refused a verdict, the court ruling as follows:

Many cases hold that where in case of a dispute a payment is offered in satisfaction of a demand the party to whom it is made must refuse it or accept it on the condition involved in the tender. If he accept the payment the condition on which it was made goes with it. It is necessary that the offer be accompanied with such a declaration or statement as is equivalent to a condition that if the payment be accepted it shall be in discharge of the claim. The plaintiff was informed in this communication that the check sent was in settlement of the plaintiffs account in accordance with the statement submitted by them. This was notice to him that they only considered themselves liable for that amount. The notice that the check was in payment of the bill and the request for a receipt and return of the statement leave no doubt of the meaning of the defendants and of their intention to offer the check in satisfaction of the plaintiff's claim.

In this case the court ruled that the seller of the cloth could not collect the balance, because he had barred himself when he accepted the check.

In view of what these cases decide, it should be remembered that:

1. When you are in a dispute with some one with whom you have had dealings, and offer the other party a check for the sum you consider due, which of course will be less than the sum he thinks is due, be sure your check is accompanied with a letter stating, or has written across its face, that it is tendered "in full of all claims to date." If the other party accepts the check without comment he can never go after you for another cent. If he writes back, "I have the check, but am placing it to your account only, as I cannot accept it in full," and you do nothing, he can then collect the balance. It was your duty to write him that the check must be accepted in full if accepted at all.

2. If you are in a dispute with a customer of your own over an amount due, and the customer tenders you a check for what he considers owing, remember the above principles when you consider whether to accept the check or send it back.

Nothing in the above cases, and nothing which is here said about them, has any application to situations where there is no dispute over the account. Where there is no dispute, and both parties agree as to the amount due, the debtor can say what he likes when he offers a check for a smaller amount than the whole, as to its being in full of all claims. The creditor can accept it without disclaimer, or can expressly accept it as in full, but can nevertheless collect the balance. It is fundamental that the receipt of a part of

an undisputed debt in full of the whole never has any consideration, and does not bind the creditor not to collect the balance.

HISTORICAL EVENTS CHRONICLED ON POTTERY

A VALUABLE collection of china and porcelain which is calculated to appeal to all interested in ceramics is now on exhibition in the National Museum at Washington, D. C. The collection represents the lifelong efforts of the late Rear Admiral F. W. Dickins, U. S. N., who was especially interested in history and the application of pictorial art to ceramics. The exhibit consists of about four hundred and fifty pieces, comprised mostly of plates, cups, saucers, pitchers, mugs and many odd and unique pieces decorated with scenes, portraits and inscriptions of historical significance. Conspicuous among the pieces of pottery are several examples of White House china, especially those which relate to Washington, Jefferson, Madison, Jackson, Lincoln, Grant and Hayes.

Another series relates particularly to the history of the United States and shows scenes from the Colonial Wars, the Revolution, the War of 1812, and the Civil and Spanish Wars. Two pieces of pottery represent the treaty made by William Penn and the Indians, and not only commemorate that event, but give an idea of the odd conception of Colonial scenes formed by the

English potters of the eighteenth century. One is a fruit dish decorated inside in brown, with a view of Penn's Treaty, showing two Indians standing opposite Penn, a man kneeling near him exhibiting a piece of cloth, and, in the background, an Oriental scene. Outside are two views of the same transaction, slightly changed in the grouping, but with Oriental buildings. The second piece is a soup-plate on which is represented a scene in which two Quakers are standing with an open box at their feet, a squaw in full evening dress is kneeling before them, lifting strings of beads, and behind her stands an Indian chief. Here again the same Oriental buildings are seen, and also tropical trees.

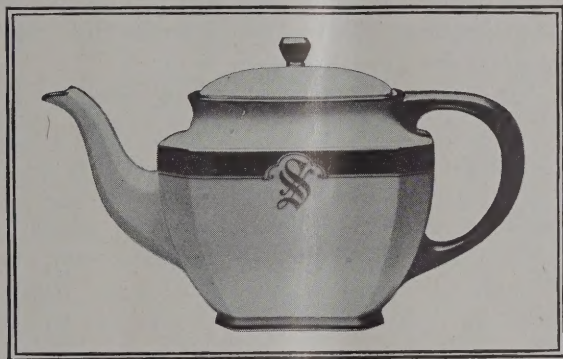
Another interesting object is a Mormon communion plate of porcelain, made in the form and design of a copper plate carried by the Mormons when they migrated in 1846 from Nauvoo, Illinois, to Utah. It represents the Mormon Temple of Nauvoo, and the Angel Moroni whom it is said showed Joseph Smith where the Bible was hidden. The border is encircled by an inscription and date.



Twelve-inch "Prima Donna" vase with deep border of rich hob and split stars. The unique and distinctive Castle scallop is a feature of the design. Shown by T. B. Clark & Co., Inc.

Is the Price Ticket Conducive to Increased Sales—One Dealer's View.

THE merits or demerits of the price ticket system is a topic that merchants throughout the country have sometime in their merchandising career, carefully studied, with varying conclusions. Much has been said and written for and against the idea, but withal there is a strong tendency on the part of dealers, possibly excepting those catering to a very exclusive class of trade, to price mark every



A charming little teapot made by the Lenox, Incorporated. article displayed both in their windows and about the department.

The price of an article, whether china, glassware or lamps is the largest factor in its sale to a majority of the buying public. Then again, there is the class of people to whom the usefulness or decorative features of the article appeal regardless of price. The latter class, however, do not, generally speaking, go shopping, that is, in the housewife's meaning of the word—from shop to shop in search of bargains. They confine their buying to a few stores with whom they have charge accounts, and who, as a rule, are extremely conservative in acquainting the public with their merchandise. In talking the matter over with a prominent retailer, the question was asked, "Do you believe in price cards and tags?" "What an absurd question," said he, "just take a walk around my store and see if you can find anything that hasn't been properly marked with a price ticket—with the price in good, plain, readable figures. The reason? Well! I used to imagine that price cards scared people away; but one day, after a trip to the pottery and glass factories I was waiting in a large city, to make train connections for the east, not having anything urgent on hand I visited the retail section to look over the crockery and glassware departments and stores, a custom I have when in another town.

"On this occasion I got in front of one before I realized it, and standing at the window looking over the display, I wondered to myself how much that

particular dealer was getting for the pieces he was showing. Just then I had a sort of consciousness that someone was talking—not to me, however. One lady was saying to another as they stood looking at the window, 'I wonder how much that cut glass water set is? Why don't they put prices on the things anyway? Let's walk on down to Smith's; they always put the prices on. I always hate to go into Jones' to ask the price of anything, you feel so guilty if you can't afford to buy what you've asked about.' That was all I heard, but it was enough, for I later found out that the article in question could be purchased just as reasonably at Jones' as it could at Smith's. However, nothing breeds confidence like plain figures, so when I got back to the store I had everything marked plainly. Sales have steadily increased, and my customers look as if they felt more at home than formerly."

M. HERBERT ISSUES HANDY TRADE DIRECTORY

A HANDY little trade directory, showing where the lines of china, glassware and kindred goods are shown in New York City, has just been issued by M. Herbert, president of the United Cut Glass Company, 26 Murray Street, New York, for the convenience of visiting buyers. The directory contains twenty pages, in which are listed all the cut glass and domestic china lines, as well as importers' and manufacturers' agents located in the metropolis. He has one for every buyer interested enough to write for it.

On the days when you feel mean don't take it out on the family before going to business or on the customers after getting there. Get off and sulk alone somewhere.



A beautifully decorated afterdinner coffee pot and two candlesticks from the line of the Lenox, Incorporated. "The Virginian" decoration is shown with its burnished gold encircled medallions depicting the quaint hoop-skirted, crinolined old lady of Colonial times. The pieces are hand decorated and carried out in old pink and turquoise blue.

POTTERY AND GLASS

WITH WHICH IS COMBINED

GLASS AND POTTERY WORLD

GLASS AND POTTERY WORLD, Founded 1893.
CHINA, GLASS AND POTTERY REVIEW, Founded 1897.
Amalgamated April, 1905.
POTTERY AND GLASS, Founded 1908.
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HIS NOTE BOOK
GOT HIM A RAISE.

"HARRIS," said the boss as
the junior clerk entered his pri-
vate office, "do you ever think
of any suggestions or ideas for

the betterment of the business?"

"Once in a while," the junior replied.

"Got any now?"

The junior clerk took a small notebook from his
pocket and began to turn the pages. Now and then
he would stop to ruminate a moment, then go on.

"About the best thing I can offer is this," he said at
last. "Our lobby downstairs is too small. We do a
business that brings a lot of people from the country
who know nothing about the working of the store and
how to get to the various departments. They stand
around and get in each other's way and often become
embarrassed and leave the place without even looking
around and giving an order. Now what we should
have would be a set of guides, something on the order
of bellboys in a hotel, who would take these people
to the departments to which they desire to go. When
a man comes here to buy he usually expects to buy
enough for us to afford spending a little money on
him, and I think the guides would more than pay for
themselves."

The boss jotted down the notation on a piece of
paper.

"Anything else?" he asked.

Harris turned the pages of his notebook and soon

had given another idea. He turned a few more pages
then came forth with another. The boss smiled to
himself and waved his hand.

"You have given some mighty good suggestions,"
he said, "but the best one hasn't come yet. Whatever
put that idea of carrying a notebook into your head?"

Harris laughed in an embarrassed manner.

"Well," he began, "when it first became known that
you wanted ideas for the betterment of the business
I found that they did not come to me down here, but
that they arrived after I got home in the evening and
when my mind was free from other things. I tried
to remember the ideas and invariably found I forgot
them by the next morning, and so I just got this note-
book to jot them down in that I might have them at
hand when you asked for them."

"That is the big idea I was talking about," said the
boss. "If every one in this establishment carried a
notebook and jotted down the ideas as they came to
them business would jump \$10,000 in a month. I am
going to give orders this morning for seventy-five
notebooks to be distributed to the entire office force,
and, by the way, you remember that I said I would pay
a bonus for ideas that helped? Yours will be a raise
of \$5 a week, beginning next Saturday."

CHARACTER
IN MERCHANDISE.

THERE is character building
in merchandise, just as there is
in men. We learn to know and
to appraise goods by much the

same standards that we apply to people, although per-
haps merchandise represents a double standard, for
interwoven with its own character, good or bad, there
is also the impress of the character of the maker.

We recognize the value of goods by appearance,
quality of material, workmanship, finish and fitness;
and frequently by something else—a trade-mark, a
name—representing in concrete form the character,
quality and fitness of the maker; and when this is
present it establishes the value of the goods definitely.

This is especially the case in older communities,
where generations have labored toward the perfection
of a product, and where this process has gone hand in
hand with a determination that the goods, as well as
the manner of their marketing, shall bear the impress
of their builders, and represent their highest ideals in
manufacture and their truest conceptions of the in-
tegrity of traffic.

Generations continuing the same line of manufac-
ture present striking instances of goods so perfectly
developed, so thoroughly known and accepted, that
they have become a standard of excellence and value
everywhere. Competition has devised no force potent
enough to crowd these goods out of the market to
which they have proved a supreme right through un-
numbered days of steadfastness to honest value and to
honest dealing.

Practical Science Department

Edited by Prof. Charles F. Binns

Cylinder Grinding---A discussion of its methods and merits, by R. Shenton

AN INTERESTING DISCUSSION OF THIS METHOD OF BODY AND COLOR GRINDING, AND A COMPARISON IN QUALITY AND PRICE WITH THE PAN SYSTEM

This article is reprinted from Volume X. of the Transactions of the English Ceramic Society

(Continued from the July Issue)

SO firmly fixed in the minds of some people is the opinion that the cylinder is incapable of fine grinding, that particles it produces are too much of one size, I decided to make a series of experiments by means of the elutriator to demonstrate the fallacy of this opinion. Samples of material were obtained from three pan mills and three cylinder mills. The former are all mills of good repute locally, and are situated in different towns, while the latter are at a considerable distance from each other, and the methods of both crushing and grinding differ slightly in each. The apparatus known as Schone's Elutriator was used, and the method adopted was as explained in Mr. Jackson's paper read before this Society in January, 1904, and also in his Text Book of Ceramic Calculations. The material in each case had been fully ground, and the results are best explained by the following table. In this table the figures on the first line represent the percentage of the finest particles given off at a pressure of 1 cm., the mean diameter of these particles being 0.005. The second line gives the percentage given off at 8 cm., with a mean of 0.0175. The third line gives the percentage given off at 50 cm., with a mean of 0.0325. The fourth line gives the residue, whose mean is 0.185. Taking the three results from pan grinding the most striking feature is the great difference between the lowest and the highest percentage of the finest particles, and of those in the second line, with a mean of 0.0175. Any

Mean diameter of particles	A. Pan mill	B. Pan mill	C. Pan mill	A. Cylinder mill	B. Cylinder mill	C. Cylinder mill
0—0.010	39.5	18.5	42.9	41.0	41.0	45.0
0.010—0.025	40.8	58.9	37.3	50.9	44.5	39.2
0.025—0.040	13.9	15.2	13.0	5.8	11.7	12.1
0.040—0.33	5.8	7.4	6.8	2.3	2.8	3.7
Total surface factors	1,799	1,274	1,876	1,902	1,861	1,958

great variation in these two grades must of necessity very materially affect the behavior of the body, both in drying and firing, and it is probably variations of this nature in the sizes of the particles which produce some of those losses the origin of which it is often so difficult to trace.

The cylinder ground material, on the contrary, shows considerably less variation, and as this comparative regularity is characteristic of other samples of this material which have been elutriated, but which are not tabulated above, it may be reasonably assumed that in this direction cylinder grinding gives an advantage. In the total surface factors the lower fig-

ures represent the coarser grinding, while the higher figures represent the finer grinding. It may be seen from a study of these figures that while the lowest surface factor in the series of pan ground samples is under 1,300, the highest does not exceed 1,900, while in the cylinder ground samples the lowest is between 1,800 and 1,900, and the highest is between 1,900 and 2,000. Surely the assumption that the cylinder cannot grind so finely as the pan is refuted by these figures. A further experiment in this direction may be interesting. A peck of pan ground flint which had been ground 12 hours, but which had not been "washed up," was passed through the lawns, and the knockings from the quantity were dried and weighed 18½ oz. For a barrel of 80 pecks this works out at 92½ lbs. If we compare this weight with the knockings obtained from the 24 cwt. of cylinder ground material, viz.: 4¾ oz., and remember that the 24 cwt. of material gives about 140 pecks of slop, we have to admit that the cylinder compares very favorably with the pan. Comparing the results of the two systems of grinding, weight for weight, we find that the knockings from 24 cwt. of cylinder ground material weigh 4¾ oz., while from the 24 cwt. of pan ground material, not washed up, the knockings weigh about 1½ cwt.

Before concluding it may be useful to ascertain in what direction the cylinder grinding is more advantageous than pan grinding. The first and most readily accepted advantage, is the lessened cost of power. The weight to be moved in pans, owing to the bulk and weight of the runners and the surface friction, is enormous, while the machinery is not helped in any way by the movements of these runners when in motion—in other words there is a dead weight to propel continuously. On the other hand, if a cylinder is filled to the correct level with the grinding pebbles, and the quantity of water to material is properly adjusted, the swing of the cylinder, once it is fully in motion, helps the machinery very materially.

Cylinders require very little attention after the details of charging, etc., have been properly carried out, while pans have to be stopped frequently to change the position of the runners in order to secure a better grinding surface. This necessitates an expenditure of both labor and time, both of which are saved in cylinder grinding. In pan grinding, owing frequently to conditions which cannot be foreseen, the load may suddenly become so heavy as to cause the brakes to

slip and so grind more or less iron into the material. If the linings are kept in good order in cylinder grinding this risk is entirely avoided. It will not be denied that the material comes into direct contact with iron in pans, as the walls of the pan, the ring and the driving arms are all made of iron, and the risk therefore is always present. In cylinders the material does not come into contact with iron at all.

As cylinder ground material is sieved, and not washed up, it follows that a great deal of routine work involved in washing up, and the subsequent work of drawing off the water, etc., in the settling arks, is altogether avoided, as after a few experiments the charge may be run off from the cylinder to any mixing weight required. There is a saving therefore of both time and labor in this direction.

In properly constructed cylinder mills a great deal of handling of the material which is necessary in pan mills, is avoided, with a corresponding saving of labor, and therefore money.

In cylinders the grinding is more regularly and thoroughly done than in pan mills. In proof of this one has only to compare the insignificant weight of knockings left in the lawns from a cylinder charge with those left in the wash-up tub after the charge from a pan has been washed up and run off, while there is the cost of removing these knockings from the washtub to the pans, and the additional cost of re-grinding them to face.

Lastly, the cost of labor is less in a cylinder mill, from the fact that considerably less skilled labor is required than is necessary in a pan mill.

DISCUSSION.

Mr. H. Johnson (Chairman):—The lecture has been a most interesting one, one that I am sure we have all enjoyed, although there may be a good many points about which we should probably like some further explanation. Possibly there may be other cylinder millers present who may be able to give us some further information, and there may be here also those who are not believers in cylinder mills who would like to bring up some arguments against them. So far as I am concerned I have never used a cylinder, or had anything to do with one, for about ten years. About ten years ago I tried one to grind cobalt. I do not know how we managed it, but it used to take us about five days. (Laughter.) This is all the experience I have had with cylinders, but if anyone has any remarks to make, or any questions to ask, I am sure the lecturer will be pleased to reply.

Mr. Shenton rose to say that he had another set of samples to show, of cylinder and pan ground materials fired together.

Mr. Bernard Moore—I should be glad to know exactly what Mr. Shenton means when he refers to four hours' grinding.

Mr. R. Shenton—I mean by four hours' grinding that the material was ground for four hours, and that samples were taken out and used in the experiments.

Mr. Bernard Moore—Were those the samples that were elutriated?

Mr. R. Shenton—No; those were samples taken from the cylinder at quite a different time to the samples for elutriation. The methods and conditions of grinding were, however, exactly the same.

Mr. Bernard Moore—I must point out that such a short period as four hours is extraordinary for pan ground. I have never heard of four hours for pan ground materials.

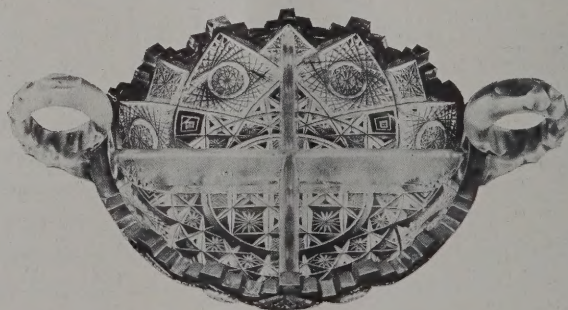
Mr. R. Shenton—I thought I had explained that the samples were not washed up, but were taken from the pan in the same way as taken from the cylinder. In further explanation of that I may point out that as the cylinder ground materials were not and could not be washed up, the pan ground materials had to be treated in the same way in order to make a fair comparison. I think members will be able to follow that argument. I would appreciate criticism from some of our pan grinding friends.

Mr. J. A. Audley—There is one question I would like to ask. I am not sure whether I am quite right, but I understand the figures Mr. Shenton gave with regard to the use of electrical power were all based on Mr. Odelberg's experiments. If that be so, I would like to ask whether Mr. Shenton has any means of judging how far they would apply to the same power when used in this district.

Mr. R. Shenton—I believe what Mr. Audley means is this: That supposing we used the edge runners and mechanical sifters, instead of the other system, what would be the relative price of the power in the one case as compared with the other.

Mr. J. A. Audley—What I mean is the power supplied in this district.

Mr. R. Shenton—No; the figures are based on the local charge of a half penny per unit. I took that as



Caboret in the Prima Donna design, Castle scallop, made by T. B. Clark & Co., Inc.

being absolutely the lowest price for electrical power that I have heard of, and I think the experience of those present will bear me out.

(To be continued)



Business and Personal Items About Prominent People in the Different Branches of the Trade

B. TOMBY, the American representative of Reinhold Schlegelmilch, sailed aboard the s. s. Imperator the latter part of July on his annual visit to the pottery.

W. L. Frizlin, a South Jersey cut glass manufacturer, while riding his motorcycle, was run into and badly injured by an automobilist at Vineland, N. J., last month. One wheel of the machine passed over his body, crushing several ribs.

R. H. Stearns, of R. H. Stearns & Co., Boston, Mass., has returned from an extended buying trip abroad late in July.

W. P. Graham, of Graham & Zenger, New York, returned from a visit to the European factories he represents on the s. s. Olympic, July 30.

Guy S. Jenkins will represent the Ionia Manufacturing Company, Trenton, N. J., in the Metropolitan field in the future, J. J. O'Donnell being no longer connected in any way with this company. Mr. Jenkins also continues his connection with E. L. Bates, showing the McKanna Cut Glass Company, John N. Illig, Webster & Briggman and Runbruger & Munich lines to the New York City trade. The Caine China Studio line, formerly shown by Frederick Skelton, will also be handled by Mr. Jenkins in the future.

Robert Frankston, formerly china and glass buyer with the big store of Barker Brothers, Los Angeles, Cal., has taken the buyer and managership of the china, glass and housefurnishing departments of Joel Gutman & Co., Baltimore, Md.

J. V. Storck, with B. Gunthel, New York, has returned from a visit to the Val St. Lambert glass works, Belgium.

Raymond Unger, president of the firm of Unger Brothers, silversmiths and cut glass manufacturers at 416 Halsey Street, Newark, committed suicide last

month at his home by drinking cyanide of potassium. At the office of the factory in Newark the officials could assign no motive for the act, as Mr. Unger, so far as known, had no business or domestic troubles. He was a graduate of Wesleyan University and since the death of his father has acted as president of Unger Brothers. His mother and wife survive him.

M. F. Albright, one of the organizers, and since the organization, the secretary of the Carrollton Pottery Company, at Carrollton, O., has retired from that company to enter the rubber manufacturing business at Columbiana, O. He sold his stock to R. Albright, who has been engaged in the pottery business in East Liverpool, East Palestine and Sebring, O. W. C. McConnell, who was connected with the general office of the Carrollton company, has also left that company to take the general management of the Ohio China Company's plant at East Palestine, O., and in which he is also financially interested.

The Thirty-seventh annual convention of the Association of Flint and Lime Glass Manufacturers was held at Atlantic City in July. Thomas Evans, of Pittsburgh, was again chosen as president of the association.

William H. Rudderham, formerly manager of the Beverly, Mass., store of Almy, Bigelow & Washburn, is now buying for the Scroggie Company, Montreal. Harry S. Curtis has succeeded Mr. Rudderham. A. F. Ellis continues as china and glass buyer for both the Salem and Beverly stores.

J. H. Venon, who has been abroad since early in the summer, is expected to return on the s. s. Imperator, August 28.

Charles H. Hoffman, manager of the lamp department of John Wanamaker, New York, arrived home from his annual trip to the European markets on the s. s. Kronprinzessin Cecilie the latter part of July, with many new lighting novelties for his department.

Frederick Skelton, New York representative of the Jefferson Glass Company, is expected at his office Monday, August 18, after a three weeks' vacation spent motoring through the Adirondacks.

Arthur H. Maddock, of the firm of John Maddock & Sons, Ltd., England, together with his wife and son, will pay a visit to John J. Miller, of Maddock & Miller, the American representatives of his company, the latter part of August. They will remain about three weeks and visit the principal points of interest in the East during their brief stay.

W. S. Farber, manufacturer of brass goods, is now occupying his new showrooms at the corner of Sixteenth Street and Fourth Avenue, New York.

T. J. Finn, housefurnishing buyer for J. R. Senior & Co., New York, will spend the next two weeks at Atlantic City.

Until the showrooms of Warshavsky & Cohen, 179 Wooster Street, New York, recently damaged by fire, have been repaired, their lines of silver novelties, lamps and brass goods will be shown at the salesrooms of Max Herbert, 26 Murray Street. The fire which deprived them of their showroom did not damage the manufacturing department to any considerable extent and they will be able to make all shipments promptly.

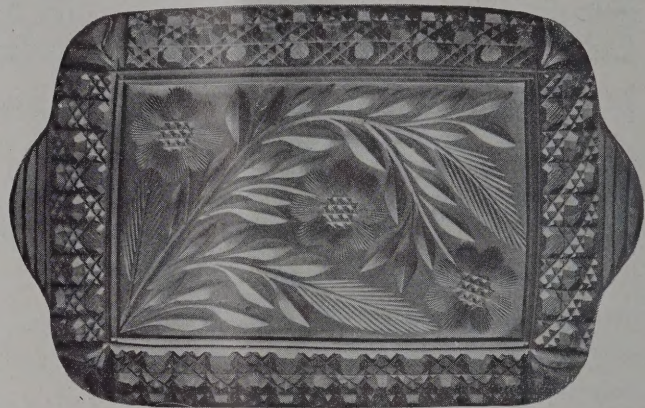
STROBEL & WILKEN TO MOVE UPTOWN

THE Strobel & Wilken Company, now located on lower Broadway, have leased the building at Nos. 61, 63 and 65 West Twenty-third street, between Fifth and Sixth Avenues, New York City. Alterations are already being made and it is expected that the concern will move into their new quarters the latter part of December. The building is admirably suited for the purpose of this large house. The floors are 75x100 feet, well lighted both front and rear. The location is excellently suited for the main lines of travel, being but a few steps from the corner of Broadway and Twenty-third Street, from the elevated railroad and the subway. For a number of years the Strobel & Wilken Company have been on the lookout for a suitable location in the new district and their decision to take the building will undoubtedly have a strong influence upon future removals, and it is a practical certainty that Twenty-third Street, between Fifth and Sixth Avenues, will, within a short time, become one of the leading wholesale thoroughfares of the city.

ART POTTERY LINE CHANGES HANDS

ARRANGEMENTS were lately made by which the line of faience and decorative pottery known to the trade as "Florian ware" will in the future be manufactured exclusively by the W. Moorcroft, Ltd.,

of Burslem, Staffordshire. Heretofore the ware was produced at the works of James Macintyre & Co., Ltd., Burslem, where it was made according to the design and under the supervision of William Moorcraft. The development of the electrical fitting end of their business necessitated more space, so arrangements were made to take over the manufacture of the ware by the new company. Mr. Moorcraft will be the managing director, the production being under his di-



The "Almat" ice cream tray, an exceptionally rich combination of floral and chair bottom cutting. This tray is fourteen inches long and one of the many new pieces added to the cut glass line of Kiefer Bros., New York.

rect control. He will have the services of the same artists and workmen as were heretofore employed under him. The ware, all thrown on the wheel and wrought in simple but beautiful forms and decorated with appropriate designs, generally fruit and flowers, shows a marked originality of treatment and is decidedly distinctive.

WHAT TWO MERCHANTS SAY OF ADVERTISING

ADVERTISING is the steam under business. The power of advertising is the greatest power in the world to-day. It is possible to-day to do almost anything with advertising—honest, properly administered, and intelligently expanded. I believe that the power of advertising is only just beginning to be felt throughout the world. Money spent on advertising is the strongest factor towards upraising any undertaking. —H. G. Selfridge.

"If there is one enterprise on earth that a 'quitter' should leave severely alone it is advertising. To make a success at advertising one must be prepared to stick like a barnacle on a boat's bottom. He should know before he begins it that he must spend money—lots of it. Somebody must tell him also that he cannot hope to reap results commensurate with his expenditure early in the game. Advertising doesn't jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."—John Wanamaker.



THE RETAILERS

Notes About New Firms Entering the Pottery and Glass Field and Changes in Old Concerns

THE new department store of the Hudson Bay Co., Winnipeg, Can., will be ten stories in height and will cost, with the site, about \$3,250,000. The store will be somewhat similar in design to the Calgary store, now almost completed, and will have about twenty-four acres of floor space. There will be over one hundred different departments. Herbert E. Burbridge, stores commissioner for the company, talked in millions when discussing the extension plans for Western Canada. The cost of Hudson's Bay store buildings in Western Canada either in course of construction or to be constructed will total from \$7,000,000 to \$10,000,000. The commissioner announced for the first time that the company will immediately

proceed with the erection of its Victoria, B. C., store, which will cost \$250,000, including the site.

* * *

The handsome new store of Stern Brothers, New York City, is now practically complete and the installation of fixtures, etc., is going on. The crockery, statuary, bronzes, glassware and lamp department will be located on the fourth floor, along the Forty-second Street frontage of the store. While a series of removal sales will be held by the company in all departments, a majority of their immense stock will be moved to the new store commencing Friday, August 29, in order that the new store may be thrown open to the public on Tuesday, September 2. The



A few of the pieces of the Irving Cut Glass Company's line shown by F. W. Reichenbacker.

fixtures throughout will be the most modern in store equipment obtainable.

* * *

The new building of the Knight Crockery and Furniture Company, Jacksonville, Fla., said to be the most modern and handsome store of its kind in the South, was thrown open for the inspection of their customers last month. The new establishment is located at Lural and Duval street, one of Jacksonville's busy retail sections. The remarkable abundance of natural light is one of the features of the new store. The main floor is devoted to a large display of china, glass and furniture, a mezzanine floor being devoted exclusively to housefurnishings. The furniture end of the business takes up the entire second floor. There are about ten thousand square feet of floor space in the building.

* * *

Another link has been added to the chain of variety stores operated in Illinois by Holland & Lancaster. They have just leased a store in Princeton, Ind., which will be conducted in conjunction with their other stores in Centralia, Christopher, Cartersville and Duquoin, Ill.

* * *

Upon the application of Moses Mellen, president of Mellen & Hewes, dealers in crockery, china, stoves and housefurnishings, Boston, Mass., Dwight N. Hewes has been appointed temporary receiver for the company. The liabilities of the house are given as \$34,000 and the assets \$40,000.

IMPORTANCE OF CANAL TO NEW YORK TRADE

THE opening of the Panama Canal makes New York City the focus of the principal trade routes of the world. The striking character of New York's supremacy as the new center of the world's trade is shown by the fact that with the opening of the Panama Canal New York will be 1,600 miles nearer Yokohama than Liverpool; 2,500 miles nearer Sydney; 4,000 miles nearer Wellington; and 2,574 miles nearer Valparaiso. Since Liverpool is practically 500 miles nearer these ports than either Bremen or Hamburg, the significance of the New York location is emphatic.

New York City, after the opening of the Panama Canal, will be nearer to the Asian, Australasian, South American and many of the African markets than any of the great European ports. The city, by means of the Panama Canal, will take her place as the distributing center of the world; and it is not unlikely that the great business which has heretofore been carried on from the European ports will fall into the hands of New York merchants. This realignment of the trade routes of the world will undoubtedly have a great effect upon the industrial development of the city. England became the great indus-

trial center that she is because she had first become the great distributing center. It is not improbable, therefore, that New York City and the territory in the general vicinity of New York will take the place as a manufacturing center which England has occupied for so many years.

GLASSWARE QUOTATIONS ADVANCE TEN PER CENT

REPRESENTATIVES of the domestic glassware factories, throughout the metropolitan crockery and glass district, state that the long expected advance on some lines of glassware has arrived, and predict a general advance in glassware quotations all along the line in the near future. At the present time customers are being advised of anywhere from five to ten per cent. increase on cup-foot stemware, such as goblets, cocktails, champagnes and wines. Many opinions for the cause of the advance are being advanced, it being generally contended that heretofore the manufacturers have produced the ware at an exceptionally small profit, due in many instances to the close competition existing. However, probably the real cause is the fact that the small help available in the past cannot be used on account of the various child labor laws passed in the different states. This has necessitated the employment of men, which greatly increased the cost of production.

TARIFF NOT TO BE SIGNED UNTIL EARLY FALL

THE prediction was made last month by Senator Boise Penrose that the Underwood bill would not be finally passed before the middle of September, and that means that the new tariff law will have no effect whatever on present stock. It will be some sixty days following the signing of the bill by the President before glass will reach our shores under its stipulations, thus delaying interference with the American market until towards the end of the year. The time is not far distant when stocks will be broken to an extent that will interfere with the obtaining of well rounded out assortments.

MEAKIN & RIDGWAY ADD ANOTHER LINE

THE dinnerware lines of J. & G. Meakin, Ltd., Eagle Pottery, Hanley, Eng., will in the future be shown at the salesrooms and on the road by Meakin & Ridgway, New York, the new sample line being expected to be ready for the inspection of the trade this month. The Eagle Pottery has been doing business in this country since 1850, and up to 1878 they maintained their own showrooms on Barclay Street, New York. They left the market for a time, but for the past ten years or so have been represented annually by one of their traveling force, who covered the large cities. In placing the line in the hands of Meakin & Ridgway the Eagle Pottery are assured of a liberal trade throughout this country.

In the New York Market

A Description of Seasonable and Staple Novelties That
Have Lately Made Their Appearance and Where
to Get Them

SEVERAL beautiful sparkling cut glass items have been added to the sample line of Kiefer Brothers at their Flatiron Building showroom and have already met with a strong demand from the local trade, which takes two-thirds of their production. One, a twelve-inch jardiner vase in their copyrighted "Almat" pattern, is exceptionally good. It is designed in a combination chair bottom and floral cutting on a very attractive shape. Another interesting addition is an octagonal sugar and cream with cut star bottoms and alternating side panels in floral and chair bottom cuttings. Both pieces have cut handles. The Brooklyn factory of this concern is very busy getting out September and October orders. They report an exceptionally good run on their "Almat" pattern, the combination of the chair bottom and popular floral cutting originating with this house.

* * *

In addition to their unique and original line of vase-kraft lamps, the Fulper Pottery Company, Flemington, N. J., are showing a wide assortment of pottery specimens, such as vases, bowls, root or ginger beer sets, tea sets and novelties in the beautiful glazes to be found nowhere else than on Fulper products. The beautiful blending of the colors, one into another, with flames of yellow, sky blue, etc., shooting into each other, all highly reflectant and iridescent, is but a poor description of the flambe glazes; mirror glazes are to be seen also highly reflectant and mono-

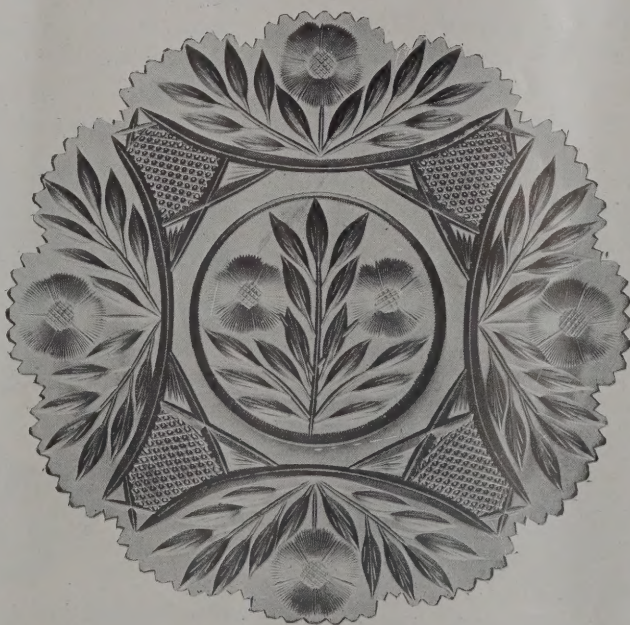
This department is designed to give a brief account of some of the latest things that make their appearance in the pottery, glass, lamp and art metal markets, and where they may be obtained. For the busy buyer and retailer this information is especially worthy of perusal as one suggestion from the entire list may open a source of profitable business to him. New designs in cut glass, new shapes in china and pottery, perfections and improvements in standard goods, interesting treatments in brass ware, and the latest styles in lamps, will be featured as far as practical, and those wares that are running popular in certain parts of the country will be given mention. If any of our readers want to know further about any style of goods described in these columns we will be glad to advise them to the best of our ability.

tone in color. In this glaze the Chinese blue, a lost art glaze of the ancient Chinese, is faithfully brought out, the object appearing dripping wet as if just taken from water. Other glazes are the crystal, a ceramic curio, and matte glazes, the latter having a soft, sleek texture similar to foliage, flowers or skins of fruit. Matte glazes are to be had in all colors. Only ceaseless research and experiments covering many years has enabled to Fulper pottery to produce the wonderful glazes of vase-kraft, and items from their line are eagerly bought by the better class trade, for they add a warmth and satisfying completeness to the home that is obtained with no other material.

* * *

The nation-wide campaign for the destruction of the fly has received an added impetus since the intro-

duction of the sanitary mechanical trap manufactured by the National Gum & Mica Company, New York. This trap will no doubt make an excellent seller for the variety store or housefurnishing department, as its usefulness will appeal to housewife and storekeeper alike who detest the dirty, sticky paper or the ever-present danger of the saucer of poison now in use. The trap is a small affair, a little more than a foot high and about ten inches in width. It has a circular revolving table in which the bait is placed. As the table revolves under the wire mesh holder, the flies which have been attracted are swept out of the table top and into the holder by a hinged



A handsome sandwich plate in floral design. The mitre cutting, in bright finish, is in strong contrast to the gray finish of the floral characters. Made by T. B. Clark & Co., Inc., and shown by Cox & Lafferty.

flapper. They cannot escape and are easily destroyed by dropping the holder into a pail of scalding water. The revolving part of the trap is driven by a clock-



The mechanical sanitary fly trap made by The National Gum & Mica Company.

like mechanism which requires winding but once a day. Further particular may be had upon application to the company.

* * *

Thirty-five new pieces have been recently added to the sample display of wheel engraved and sculptured glassware from the factory of John N. Illig shown at the salesrooms of E. L. Bates. Of the new pieces one that stands out particularly strong is a large ice cream tray with plates to match. The set is decorated in a strawberry design deeply engraved and most accurately reproduced, every detail of both the fruit and foliage being copied from natural life. Other fruit designs are displayed in remarkable naturalness as well as a new punch bowl with spray decorations. Some new and odd shapes are shown in fruit and rose bowls as well as four new goblets, the designs in light cuttings with frosted flowers. They have cut stems and an optic bowl. Another novelty shown is a trio-mouthed carnation vase, the body of the vase branching out into three individual but connected mouths. It makes an ideal decorative vase. Other pieces received consist of perfumes, with silver mounted long or short stoppers, bowls, vases and stemware. This line is one of the finest to be found in the market and is constantly increasing in size.

* * *

Six assorted patterns in twelve-inch cut glass vases are being offered by the United Cut Glass Company to dealers in search of quality goods that can be offered at special sales for \$2.98. Retailing at this price they still leave a good margin of profit and in view of the beautiful mitre and floral cutting of the design

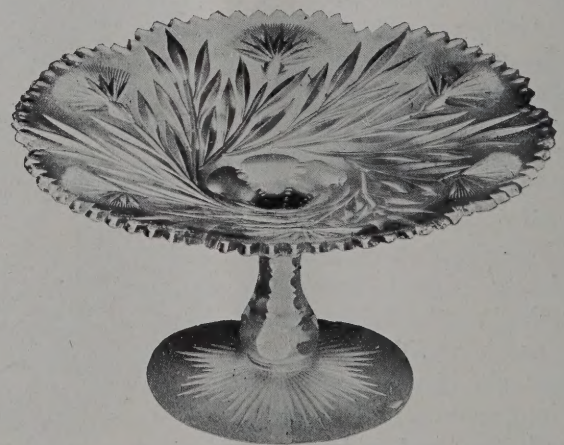
will prove strong leaders. In addition to a number of other cut glass bargains they are showing a variety of silver-plated novelties, such as trays, cube sugar holders, etc., that should prove interesting to the cut glass man.

* * *

Three large tables are needed to display the advance sample line of the International Glass Company, Buffalo, N. Y., now being represented in the New York market by William Dealing. Many other samples are to be shown in the near future, the line at present covering both the mitre and floral patterned ends thoroughly. One table is devoted to a display of bowls, ferns, etc., in a combination chair bottom and floral cutting, the floral design appearing on panels. The foliage on this decoration is in spray design. The other tables carry a general line of cut glass, some in mitre with whirling star design and others, such as bureau sets, vases, perfumes, jugs, trays, etc., in a bright finish on both flowers and the foliage. Taken collectively, the line is extremely well balanced and should find a ready sale in all classes of departments or stores.

HINDE & DAUCH CO. UNHAMPERED BY FIRE

IN spite of newspaper reports to the contrary, the Gloucester, N. J., mills of the Hinde & Dauch Paper Company, manufacturers of corrugated paper specialties, were not seriously affected by the fire which broke out in one of the paper mills and did some damage there. However, the box factory and other paper mill, located contiguous to the fire escaped entirely. Early reports of the fire were greatly exaggerated, for the blaze will in no way interfere with the filling of orders. This concern have in operation five other paper mills which are all running full time. A considerable amount of their corrugated paper specialties are consumed yearly by the china and glass trade. The general offices and headquarters of the company are at Sandusky, Ohio.



Compote in carnation design that is an excellent reproduction of that flower. From the line of T. B. Clark & Co., Inc.

Lamps, Lighting Fixtures, Shades and Art Metal

WITH the sales on their Bungalow portables heaping in upon them from every section of the country, the Pittsburgh Lamp, Brass & Glass Co., manufacturers of "Pilabrasgo" products, have continued to turn out many new and novel designs in all manner of lamps. For the fall trade they have created an innovation in glass shades—a representation of the popular decorative and high priced silk shades and hand carved standards. The similarity of their glass shades and solid brass standards to those of wood and silk is remarkable, and is not found in another line. The decorations are applied to the inside of the shade



Chinese pear-shaped lamp, eighteen inches high, of leopard skin crystal glaze, a ceramic curio. The base is an adaptation of the old similar shaped Chinese porcelain.—From the Vase-Kraft line of the Fulper Pottery.

and represent the popular cretonnes and silks, with old ivory bases, for boudoir

purposes, as well as the daintily applied French decorative treatments of the early centuries. Others are shown in early English and Colonial designs as well as plain shades in delicate pastel colorings. This line was placed on display for the first time this month. The continued large sales of their electric bungalow portables gives every indication that the style will continue in popularity. It is practically all glass, with the exception of a shallow brass base and handles, and is shaped like a big glowing mushroom—both the globe and the neck becoming a solid, perfectly diffused glow of light. Other new features introduced during the past month are a line of hall and dining room lanterns, the bowls in a pure "Delica" white and the metal overlay work in verde or Roman gold finish. A new line of portables and hanging lanterns, cut out brass overlay on art glass panels for oil, gas or electricity completes the newer items.

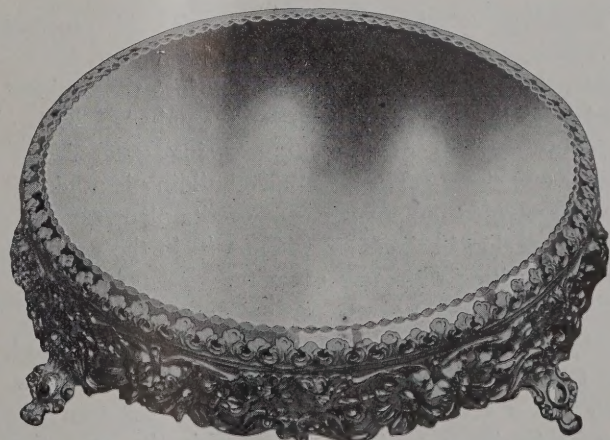
In addition to his cut glass and specialty lines Max Herbert, Murray Street, is showing a collection of domes and portables which the lamp buyer will find worthy of inspection. The assortment consists of semi-indirect white leaded glass bowls for either gas or electricity, mounted on metal frames and suspended by chains, as well as a strong line of boudoir, library and dining room portables in leaded glass or metal overlay work on art glass panels. The bases are to be had in a number of finishes to suit the trade. The portable line is also made for gas or electric light.



A sixteen inch single light Fulper creation for the boudoir, desk or café. Finished in cucumber green and catseye flambé.

* * *

For the fall lamp trade a number of remarkably fine portables with artistic glass shades are shown by the Phoenix Glass Co. at their New York office. The range of popular Adam portables of last season has been enlarged, the new designs being treated along the strict classical art lines befitting the style of the brothers Adam. The standards are carried out in an old ivory color treatment, which harmonizes perfectly with the shades. However, it is with their new line



French beveled and beaded mirror plateaux with silvered solid brass frame. From the line of The Turner & Seymour Mfg. Co.

of floral decorated shades that the Phoenix Company are particularly strong this season. The iris appears on a number and has been brought out to its full artistic extent in a brilliancy of color. The policy of this concern has been to create lighting glassware that will not be out of place in the best of homes, shades with artistic decorations adaptable for all purposes.

News from the Glass Houses

A Column of Short Notes of Business Affairs in the Different Factories.

NEWARK, O.—At the annual convention of the American Flint Glass Workers' Union, while convened in this city for two weeks last month, the following officers were elected: President, T. W. Rowe, Toledo, O.; vice-president, William J. Croke, Toledo, O.; secretary-treasurer, W. P. Clarke; and assistant secretary-treasurer, W. J. McGrail, Toledo, O. Rochester, Pa., was chosen as the city for holding the next convention.

* * *

Corning, N. Y.—The Ferris Cut Glass Company, in operation here for the past year or so, have closed out their business, the frames and other tools being purchased by J. Hoare & Co. and Giometti Brothers, both of the same city. George Ferris, one of the firm, has engaged with J. Hoare & Co.

* * *

Moundsville, W. Va.—The factory department of the Fostoria Glass Company resumed operations on July 21 after a shut-down of nearly three weeks. On July 22 the stockholders of the company met at Wheeling and declared a semi-annual dividend of two per cent. It is understood that the affairs of the company are in an exceedingly prosperous condition, with plenty of orders on hand. During the past year the plant has been considerably enlarged and the dividend declared denotes an excellent state of affairs.

* * *

Wheeling, W. Va.—The contract for the erection of a four-room office building has been awarded by the Haskins Glass Company. Heretofore the business affairs of the company have been conducted in two different sections of the city, causing great inconvenience at times. The new office building is no doubt the first step to the enlargement of the plant, the rapidly increasing business of which will in the near future necessitate a greater capacity.

* * *

Elgin, Ill.—Reports from the plant of the Koch Cut Glass Company are to the effect that the company have had a very brisk business for the past year, the cutters having worked steadily, with the exception of about two weeks, since last January. They now have plenty of orders on the books and expect to be

kept running to capacity from now until after the Christmas holidays.

* * *

St. Louis, Mo.—Fire practically destroyed the art glass factory of the Jacoby Art Glass Company, Ohio Avenue, this city, last month. Damage amounting to about \$35,000 was done to the building and stock.

* * *

Philadelphia, Pa.—The art glass manufacturing plant of William Reith, North Seventh Street, Philadelphia, was damaged by fire to the extent of about \$3,000 on July 16.

* * *

Morgantown, W. Va.—An agreement has been signed by the officers of the Seneca Glass Company, operating factories at Morgantown and Star City, W. Va., which places their plants under the jurisdiction of the American Flint Glass Workers' Union.

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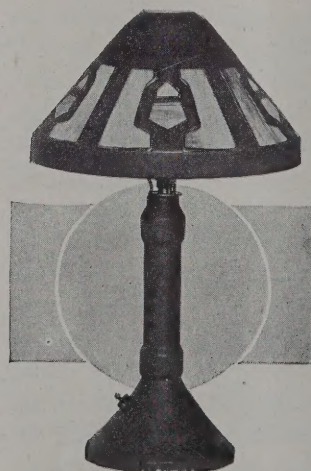
Laporte, Ind.—Secretary C. B. Huntress, of the local Chamber of Commerce, has announced that negotiations have been closed for the removal of the Central Cut Glass Company to Laporte. Work will start on a factory building at once, and it is expected that the concern will employ 150 men. The company is an Illinois corporation and has plants at Walkerton, Ind., and Saginaw, Mich. Both of these are to be moved here, where the largest work of the company will be carried on.

The United States did not figure largely in the imports at Lourenco Marquez, Portuguese East Africa, for of the \$23,301 worth of ceramics imported this country contributed nothing. On glassware we fared a little better, sending \$923 worth of the \$30,574 imported; \$17,828 worth of crockery was also imported, in which this country did not figure.

Little Haiti proved a good customer of the United States during 1911, but her glass and china wants were small in comparison to the other imports. We send her 528 dozens of crockery; 750 dozens of decanters; 3,090 dozen lamps; 2,800 dozens of chimneys; the same quantity of tumblers, and 562 cases of tableware.

Good luck is another name for tenacity of purpose.—Emerson.

Service implies a bright, clean and attractive store, one that will prove attractive to women as well as to men, and should back up every piece of advertising copy.



Electric portable from the artistic Vase-Kraft line of the Fulper Pottery Company.

News from the Potteries

NEWELL, W. VA.—It is the hope of Edwin M. Knowles China Company, erecting a new pottery plant at this place, to start making ware by the first of next October. The engine, boilers and slip house machinery were installed early this month. The new plant of the Homer Laughlin China Company, adjoining the Knowles factory, is also well advanced and its management is also hopeful that they will be ready to manufacture early in October. Both plants when finished will without a doubt be the finest and most modern of their kind in the world, especially from the standpoint of conveniences and sanitation to the workman. The widespread publicity given the new plants and need of workmen has resulted in applications from all over the country, probably the one from the farthest distance coming from a former East Liverpool potter now following his trade in a small pottery in South America.

* * *

Carrollton, O.—The Carrollton Pottery Company announce that M. F. Albright has disposed of his stock in that company to R. Albright, who is also financially interested in one of the Sebring potteries, and hereafter will devote his activities to rubber business, locating at Columbiana. W. C. McConnell has also severed his connection with the Carrollton Pottery and has assumed the management of the Ohio China Company's plant at East Palestine, O.

* * *

East Liverpool, O.—The first kiln of yellow ware to be made by the D. E. McNicol Pottery Company at the former Sevres plant was drawn late last month, and results were very satisfactory. Nothing but bowls are made at this plant, which, it is understood, has enough orders on hand to keep under steady operation on this class of goods alone for the next six months. Only three kilns are to be used by the McNicol company under the terms of the Sevres lease.

* * *

Chester, W. Va.—The six kiln addition to the Taylor, Smith & Taylor Pottery Company, now being constructed, will be ready for operation early in December, so the company has announced. The walls are nearing completion, and foundations for the kilns have been started. When these improvements have been made this firm will then have a capacity of fourteen kilns, besides operating the old Brunt pottery at East Liverpool, O.

* * *

Louisville, Ky.—The Louisville Pottery Company, manufacturers of flower pots, jugs and other stone-

ware specialties, plan to increase their capacity by erecting additional kilns and installing additional machinery in the clay shops. The pottery is the only one of its character in that part of Kentucky.

* * *

New Castle, Pa.—Six additional kilns have been added to the capacity of the Shenango China Company's plant at this place, by the firm taking over and placing in operation the old plant of the New Castle China Company, which has been idle for a number of years. The additional kilns more than double the output of this company, which is manufacturing vitreous hotel china exclusively.

* * *

Roseville, O.—The Midland Pottery Company, of this place, has filed a certificate with the Secretary of State of Ohio, which has authorized the reduction in its capital stock to \$10,000. The firm is engaged in the manufacture of stoneware and stoneware specialties.

* * *

Ionia, Mich.—The Ionia Pottery Company has had plans prepared for the doubling of its capacity. Two additional kilns will be built and a lot of new machinery added to the clay department.

* * *

Avonmore, Pa.—W. N. Search, for several years engaged in the manufacturing of cooking ware pottery at Fredericksburg, O., is having plans prepared for the erection of a new pottery here. This ware possesses a light brown outside glaze, while the inside of the ware has a white glaze.

* * *

Ford City, Pa.—The Pennsylvania China Company has started the manufacturing of high potential electric porcelain insulators at its plant here, while at its plant at Kittanning, Pa., a full line of domestic pottery is being made. By this plan the company has divided its operating capacity into two different branches of ceramics. The company is the only one in the country making domestic and electric goods as a combined business.

* * *

Chuan Chiu, China, has a thriving industry in earthenware bowls, large shipments of which are sent to such cities as Manila and Singapore, cities with large Chinese populations. The Chinese rice bowl is of a particular type, and it is bowls of this style that constitute the bulk of Chuan Chiu exports. A splendid grade of kaolin, locally abundant, provides the raw material.

W A N T E D

Advertisements in this department, five cents a word. Minimum charge one dollar.

Pottery and Glass, 395 Fourth Avenue, New York.

WANTED:—Local representatives for Pottery and Glass. If you are in any way connected with the pottery and glass trade or any business which brings you into contact with buyers, salesmen, stock clerks, designers, manufacturers connected with this field; pottery, glass lamps, art metal and other accessories; you will have many opportunities of calling attention to this publication. Pottery and Glass is just what they all want. You will find that you can easily add a substantial amount to your income by congenial work that will not interfere with your present duties. For particulars, address Pottery and Glass, 395 Fourth Avenue, New York.

FOR SALE. Large tract of sand land. Finest proposition in the world. Can be loaded by gravity. Address T. J. NERTNEY, Ottawa, Illinois.

WANTED:—We are in a position to take over your cut glass factory; will pay spot cash for same. State your lowest price, giving us full information regarding your equipment. Address O. W. Eckland, Central Cut Glass Co., Chicago.

LONDON agent wants to represent special lines in Art or Fancy Glass, Crystal, Pottery, Ceramic; finest and medium wares only; covers London, chief towns, and holiday resorts of British Isles; London showroom; age 30, energetic, superior man, well introduced. Address Art Ware, 41 Finsbury Pavement, London, E. C.

WANTED:—A handy young man as pottery instructor in the New York State School of Clay-Working at Alfred, N. Y. Some knowledge of mold making and the operations of the clay shops necessary. Apply to Professor Charles F. Binns, Alfred, N. Y.

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THINGS TO REMEMBER

A man without humor is a man without a sense of values. Humor is that faculty which readily recognizes values out of adjustment.

If you let your advertisements run over week after week, you will probably find your goods will be left over month after month.

What is the good of a man knowing how to read if he does not use that knowledge to get the most out of his trade papers.

He's a dead one that never resents a thing better done by anybody than he does it.

Sell goods in your own way. If you try to imitate somebody you'll slop over. Going at a customer hammer and tong like the other fellow may make a monkey of you. Your way is the best for you.

It's a pretty good sign when you want to go somebody in your line one better. It shows ambition.

BUSH GLASS CO.

LANSING

MICHIGAN

WRITE US ABOUT OUR
CUT GLASS SPECIALS

NEW YORK
COX & LAFFERTY
25 Park Place

CHICAGO
F. B. TINKER
806 Heyworth Bldg.



Manufacturer of Potters' Dressing Irons, also Sagger Clay Cutters, Sagger Dressers, Sagger Punches, Sagger Mauls and Packers' Paddles.

I. R. HARVEY, Beaver Falls, Pa.

The Only Exclusive Manufacturer of Potters' Tools.



No. 465

"Moss Aztec"
(That different line)

This is one of the many original and popular designs created in our studio and finished in a rich red brown color of the historic Aztec, with a green deposit as of nature's touch through countless decades of exposure.

Ask for catalogue of "Moss Aztec Ware."

THE PETERS & REED POTTERY CO
SOUTH ZANESVILLE, OHIO

COMPLETE LINE SHOWN IN NEW YORK CITY
WILLIAM M. WARRIN, 25 WEST BROADWAY

Now for a Prosperous Fall



No. 66. Navarre Umbrella Stand

Crops are good and there is no reason why 1913 should not be a record breaker. Don't overlook the

"Lines That Sell"

Get our Car Load Proposition on

JARDINIERES
PEDESTALS
CUSPIDORS
PITCHERS
COMBINETS
TOILET WARE
STONE WARE
FLOWER POTS

We can save you money

The Brush-McCoy Pottery Co.

MAIN OFFICE: ZANESVILLE, OHIO

Complete Lines shown in New York by
Cox & Lafferty, 25 Park Place



Sedimentary Kaolin Drying Shed—South Carolina

Good Pottery Plant Sites

Every raw material used in the manufacture of pottery products is obtainable in the Southeastern States.

The close proximity of these materials to one another and nearness to abundant **cheap coal deposits** and **low priced power**, combined with **ample labor supply** and **progressive home markets**, make this a section offering unusual inducements to pottery manufacturers.

Ample Raw Materials

In the states of Virginia, North Carolina, South Carolina, Georgia, Florida, Alabama, Mississippi, Tennessee and Kentucky there are extensive beds of pottery and porcelain clays and kaolins. In each of these states, many if not all the materials—ball, stoneware, slip and sagger clays, kaolin, feldspar and silica—are found in abundant quantity and are of superior quality.

Fuel, Power and Labor Supply

The average price per ton at the mine for **coal** in five leading Southern states is \$1.14, with a minimum of less than one dollar in several sections. **Natural gas** in Alabama offers another source of cheap fuel.

Over 700,000 horse power has already been developed from Southern streams and about 3,000,000 is still available for development.

Adequate **labor** is obtainable in all sections of the South at a mutually favorable wage scale.

Markets and Transportation

The **home markets** alone would consume the output of a great many local plants. The fine **transportation facilities** to large consuming centers, combined with the low production costs of the South, make this section a most advantageous pottery plant location.

Send for the clay booklet on the Southeast and ask for any further information.

M. V. Richards, Land and Industrial Agent

Room 365

SOUTHERN RY. Washington, D. C.

The DECORATIVE FURNISHER



FEBRUARY 1910
T. A. CAWTHRA & CO.
PUBLISHERS, NEW YORK

Volume XVII - Number 3

25 cents per copy \$2.00 a year

IF YOU CARRY ART FURNITURE PIECES WHICH GO WITH FINE CHINA AND GLASS, YOU SHOULD READ THE DECORATIVE FURNISHER

It will keep you informed concerning cabinets, stands, trays, etc., which are used with decorative china, pottery and glass in the home and will acquaint you with the leading makers of such furniture. Subscription price, \$2.00 a year.

T. A. CAWTHRA & CO., Publishers

395 Fourth Avenue

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New York

Oriental Glass

A VERY COMPREHENSIVE LINE OF FINE DECORATED GLASSWARE IN RUBY, RUBY AND GOLD, IVORY AND OPAL, ALSO A COLLECTION OF SOUVENIRS THAT MERIT YOUR ATTENTION.

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NEW YORK

CHICAGO

PAUL JOSEPH W. E. CUMMINGS CO.

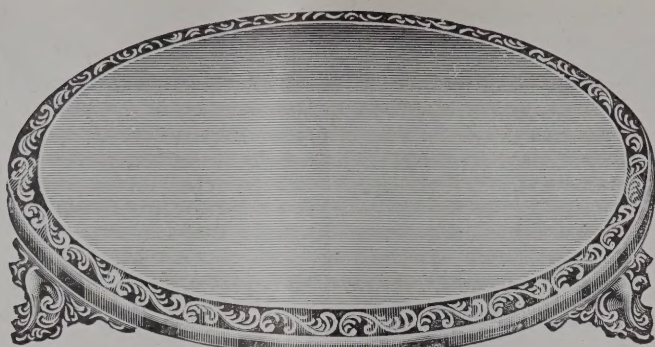
64 Park Place

30 E. Randolph St.

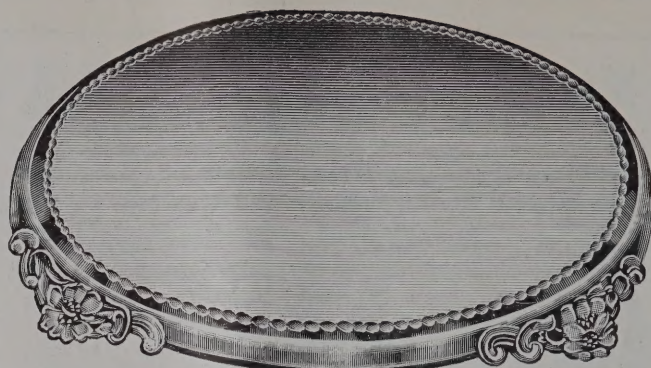
THE ORIENTAL GLASS CO.

Pittsburg, Pa.

TAKE CARSON STREET CAR TO EIGHTH STREET



No. 515—BEVELED MIRROR



No. 44—BEVELED ON BEADED MIRROR

THE LARGEST SELLERS ON EARTH

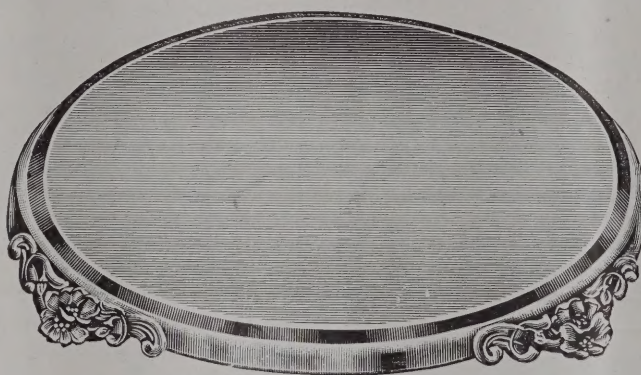
CHARLES BAUM

338 BROADWAY, NEW YORK

Manufacturer of SILVER PLATE MIRROR PLATEAUX for Cut Glass

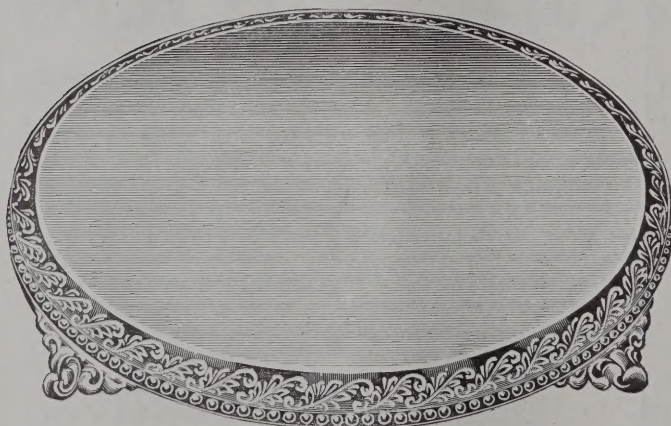
FACTORY: BROOKLYN, N. Y.

Write for My New
Catalog with Special
Prices for Coming
Season. Never Quot-
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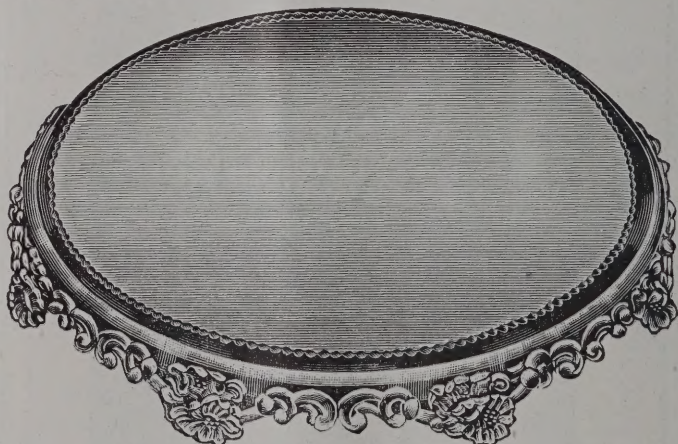


No. 44—PLAIN BEVELED MIRROR

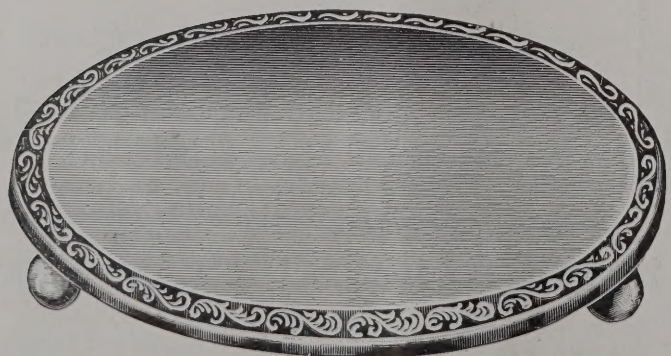
We carry from 10 to
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on Hand. Can Fill
Largest Orders in
Three Days' Time.



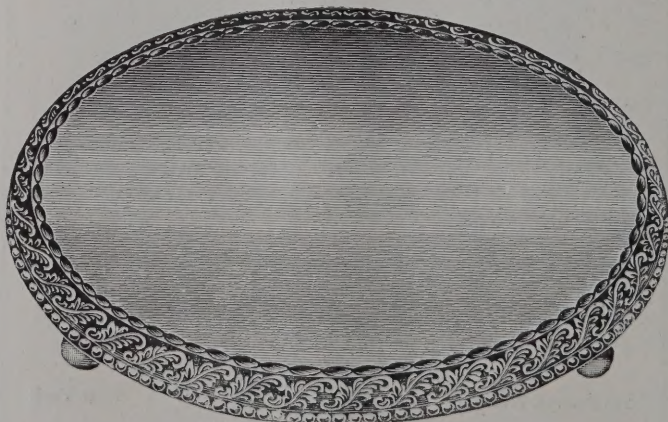
No. 505—PLAIN BEVELED MIRROR



No. 21—BEVELED ON BEADED MIRROR



No. 501—PLAIN MIRROR



No. 401—PLAIN MIRROR

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FLATIRON BUILDING (Room 1015)
FIFTH AVENUE AND 23d STREET

NEW YORK CITY

Buyers, have you seen our new

ALMAT (Combination Cutting)

You can see a complete line of this cutting at our New York City salesroom. It is a pattern you should carry in stock. It will appeal to your trade. We are the originators of this design.

FACTORY

LEXINGTON AVENUE, BROOKLYN, N. Y.



The "Bungalow" Portable

¶ The most original, most strikingly beautiful Electric Portable we have ever produced or ever seen at the price—that's The Bungalow!

¶ Shade and standard are one solid piece of glass closely resembling silk. The whole lamp illuminates. Made in 12 inch and 14 inch sizes, and a number of decorations.

¶ It's going to be the one great innovation of the '13-'14 season, and the one great seller. *That has already been demonstrated.* You are going to need it—just as sure as you live. Write us and we'll bring you photos.

THE PITTSBURGH LAMP, BRASS & GLASS CO.

GENERAL OFFICES, PITTSBURGH, PA.

Branch Salesrooms at

Pittsburgh, 200 Century Building
New York, 82 West Broadway
Philadelphia, 731 Arch St.
Boston, 127 Federal St.
Buffalo, 611 Main St.
Detroit, 68 Griswold St.
St. Louis, 614 Laclede Gas Light Bldg.
Baltimore, 122 West Baltimore St.

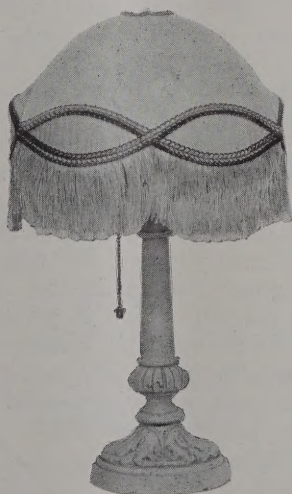


Cleveland, 203 Caxton Bldg.
Chicago, 110 South Wabash Ave.
San Francisco, 718 Mission St.
Pittsburgh Lamp, Brass & Glass Co.
of Canada, Ltd.
113 Wortley Road, London, Ontario
R. E. Davis, Representative

Straus-Hohenstein Co.

IMPORTERS—MANUFACTURERS
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Floor and Table Lamps



*We invite your inspection
of our New Fall Line at our showrooms*

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Quality Cut Glass

The unsatisfied, progressive dealers want everything new and up-to-date. If you are classed with the above, our

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design merits your
ATTENTION.

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524-528 BROADWAY, NEW YORK CITY

1913

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Cragleith, Blue Mitre, etc., Black Diamond Putty, Pumice,
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Keeping Up To Date

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Pottery and Glass

the leading monthly magazine devoted to pottery, glass, lamp, art metal, and allied trades will keep you posted on everything that happens in these branches of the trade. It will give you valuable selling schemes, short cuts in business, instructive articles written by men of note, technical matter of the highest kind and the most important news that happens during the month. **Pottery and Glass** is invaluable to the buyer; it should be part of his stock in trade. It will keep him informed of all the latest conceptions in pottery, glass, lamps and art metal that are placed in the market and where to get them. **Pottery and Glass** is most essential to the salesman, giving him valuable information that will fit him for higher things.

Don't Delay—Subscribe Now.

The coupon in the corner is for your convenience.

DURING the past year **Pottery and Glass** has published more store news, more technical matter, more instructive articles, and more illustrations than any other magazine in the field. Plans are now under way for the coming year that will make **Pottery and Glass** even more instructive and valuable than it has been in the past. And the time for you to subscribe for the magazine is now. The very next issue may contain a dozen articles that will be worth many dollars to you—and if your subscription is not in before that issue is published you will miss it, for we cannot supply back numbers. Just as soon as you read this announcement sit down and fill in the accompanying coupon, which is printed here for your personal convenience; then clip it off and send it to us with two dollars—and you will receive **Pottery and Glass** regularly for the next twelve months.

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Street and Number.....
City and State.....

Enclosed find \$2.00 for one year's subscription to **POTTERY AND GLASS**.

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N. Y. City.

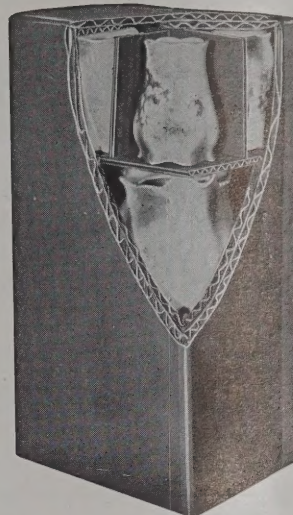
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For Opal and Alabaster Glass
and Porcelain Enamel Ware

Penna. Salt Mfg. Co. ---SOLE---
IMPORTERS

General Offices: Philadelphia.

NEW YORK PITTSBURG CHICAGO ST. LOUIS



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H & D Corrugated Boxes

For Fine Glassware and Pottery. Can you
imagine a better package for its purpose?

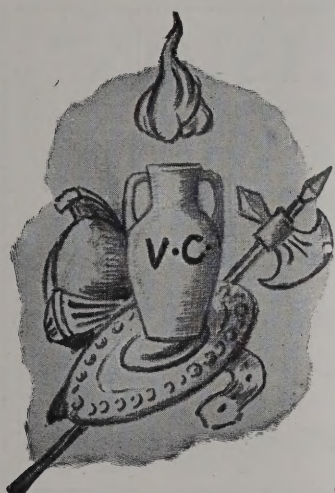
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in the packing of fragile goods. Let us
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Sole Agents for

V. C. B. and other grades
of English China Clays

FROM MINE TO POTTERY

Easton, Pennsylvania

Finest Dorsetshire and Devon-
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Or Water Dampen Our Ardor

A slight fire on Tuesday evening of last week in the building in which we are located has deprived us temporarily of the use of our showrooms at 179 Wooster Street, but we have made arrangements to have samples of our extensive line of **Casseroles, Silver Novelties, Lamps, Brass Goods**, etc., to be displayed at the **HOUSEWARES EXPOSITION**, at the Grand Central Palace, this week. The line will also be shown at the sample rooms of **MAX HERBERT, 26 MURRAY STREET**, until our permanent quarters are ready again for occupancy.

We trust our friends will call at either of these places to see our line. Although our showroom is damaged, our factory is intact, and we can make shipments promptly.

WARSHAVSKY & COHEN

Westminster



Paris White

Made by our own process from selected English Cliffstone, it is the highest grade Paris White on the market. The good results obtained by its use in the manufacture of Pottery and Chinaware are demonstrated by sales to the leading manufacturers.

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LIQUID BRIGHT GREEN GOLD
LIQUID BRIGHT SILVER
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AND OTHER SPECIALTIES FOR HIGH CLASS
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Lustre Colors
IN ALL SHADES

Liquid Burnish Gold
NEW! DESERVES ATTENTION!

A substitute for Burnish Gold in powder
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For The Supply Man

SIX GOOD	Elements of Glass and Glass Making	\$3.00
BOOKS THAT	Tables of Analyses of Clay	\$2.00
ARE ESSENTIAL	Clay Glazes and Enamels	\$5.00
TO YOU AND	Glass Manufacture	\$2.00
YOUR	*Grand Feu Ceramics (On the making of	
BUSINESS—	Hard Porcelain)	\$5.00
GET THEM	*Coloring and Decoration of Ceramic Ware	\$2.00
NOW	(Those marked with an asterisk are postpaid.)	

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We are manufacturers and first hands on all
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Your inquiries are solicited for all other
chemicals.

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